

FIG. 1

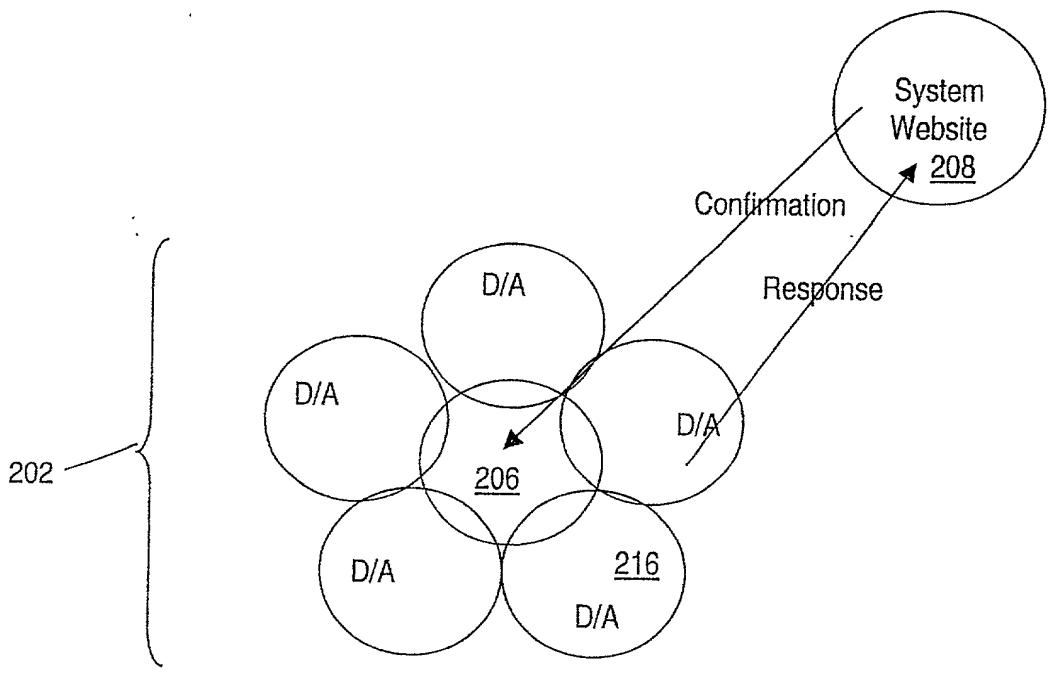


FIG. 2

FIG. 3

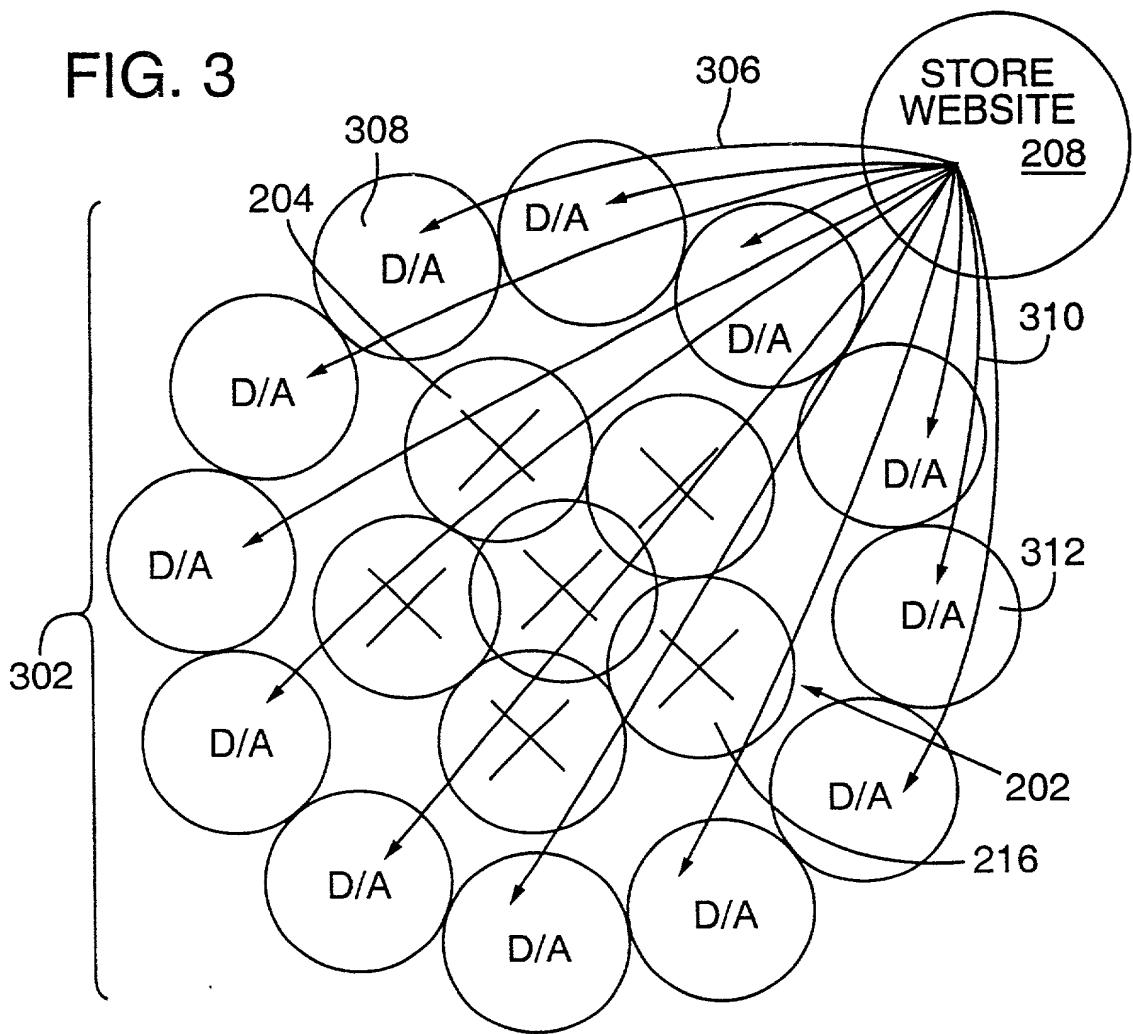


FIG. 4

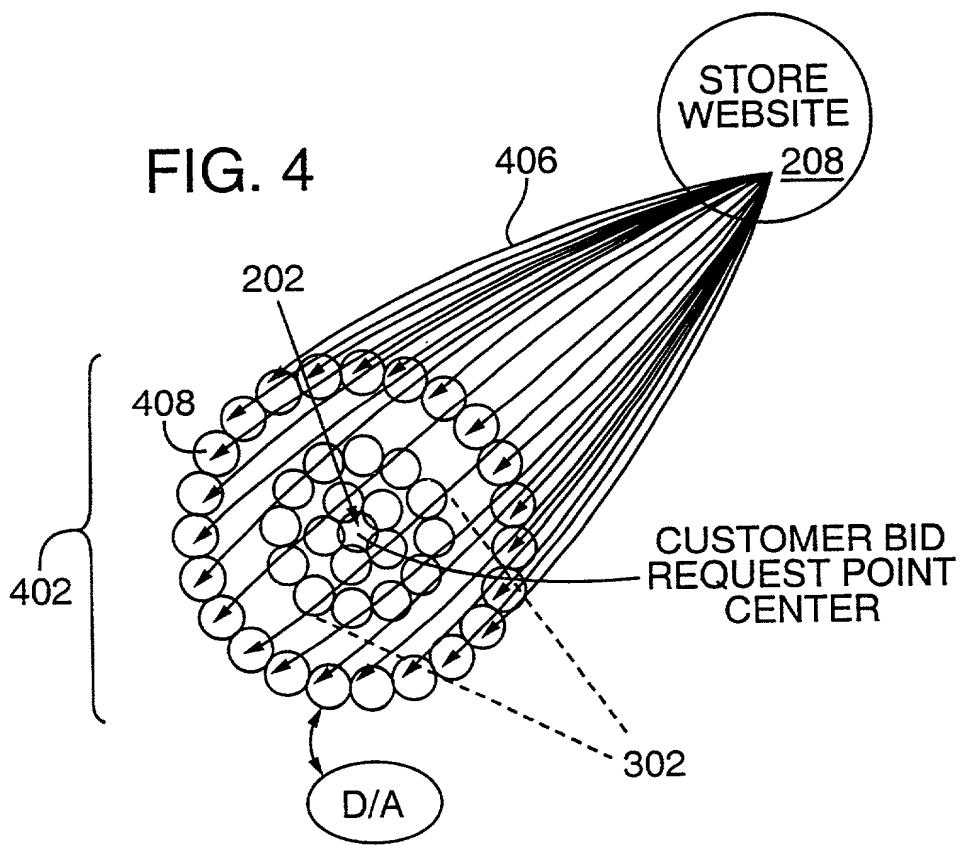


FIG. 5

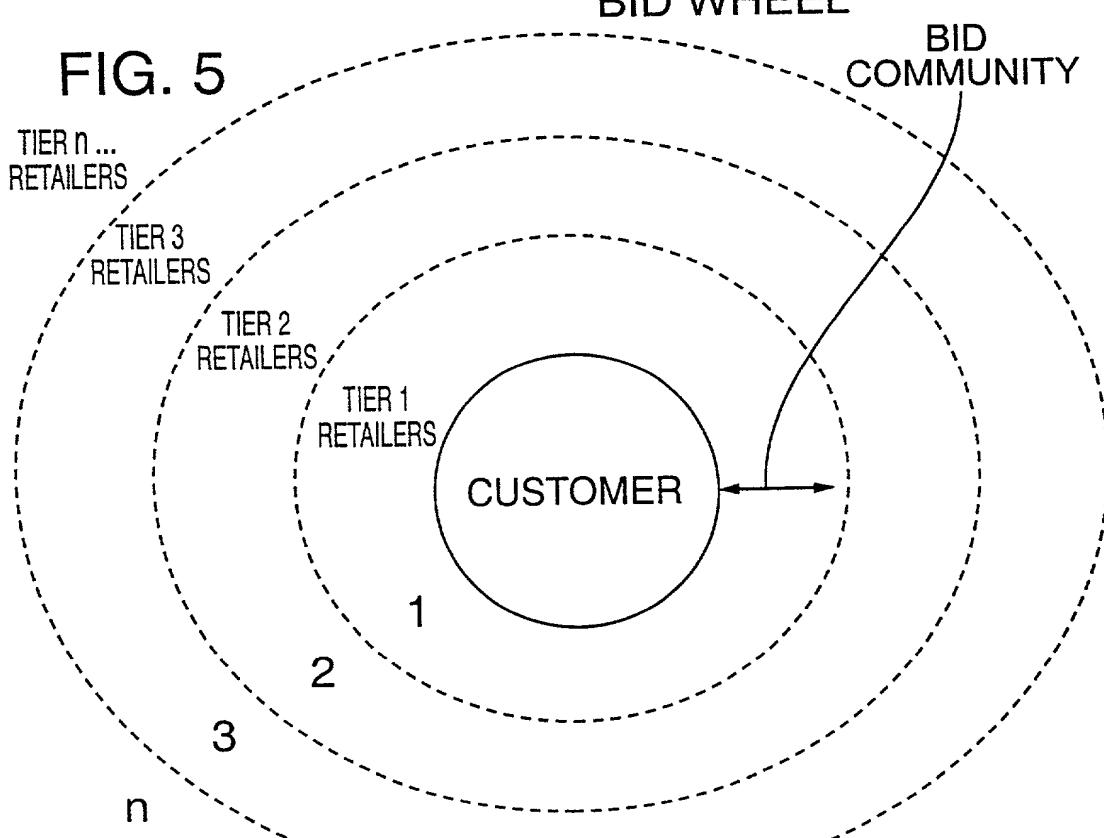


FIG. 6A

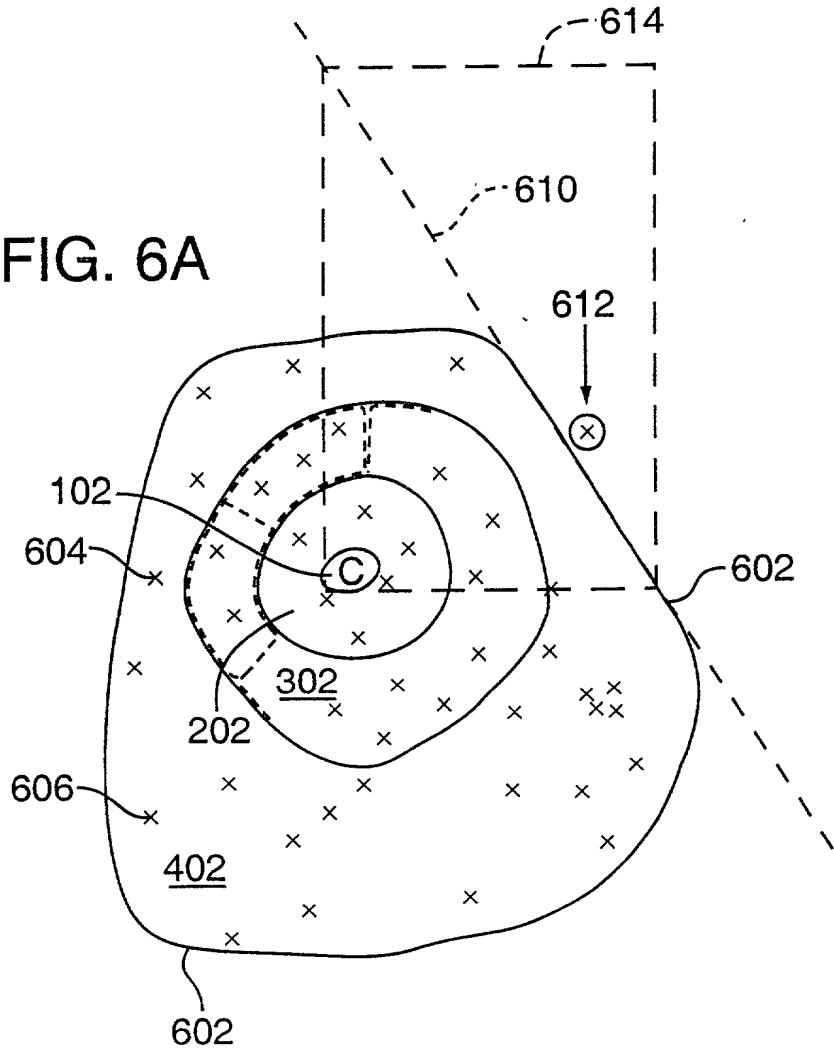


FIG. 6B

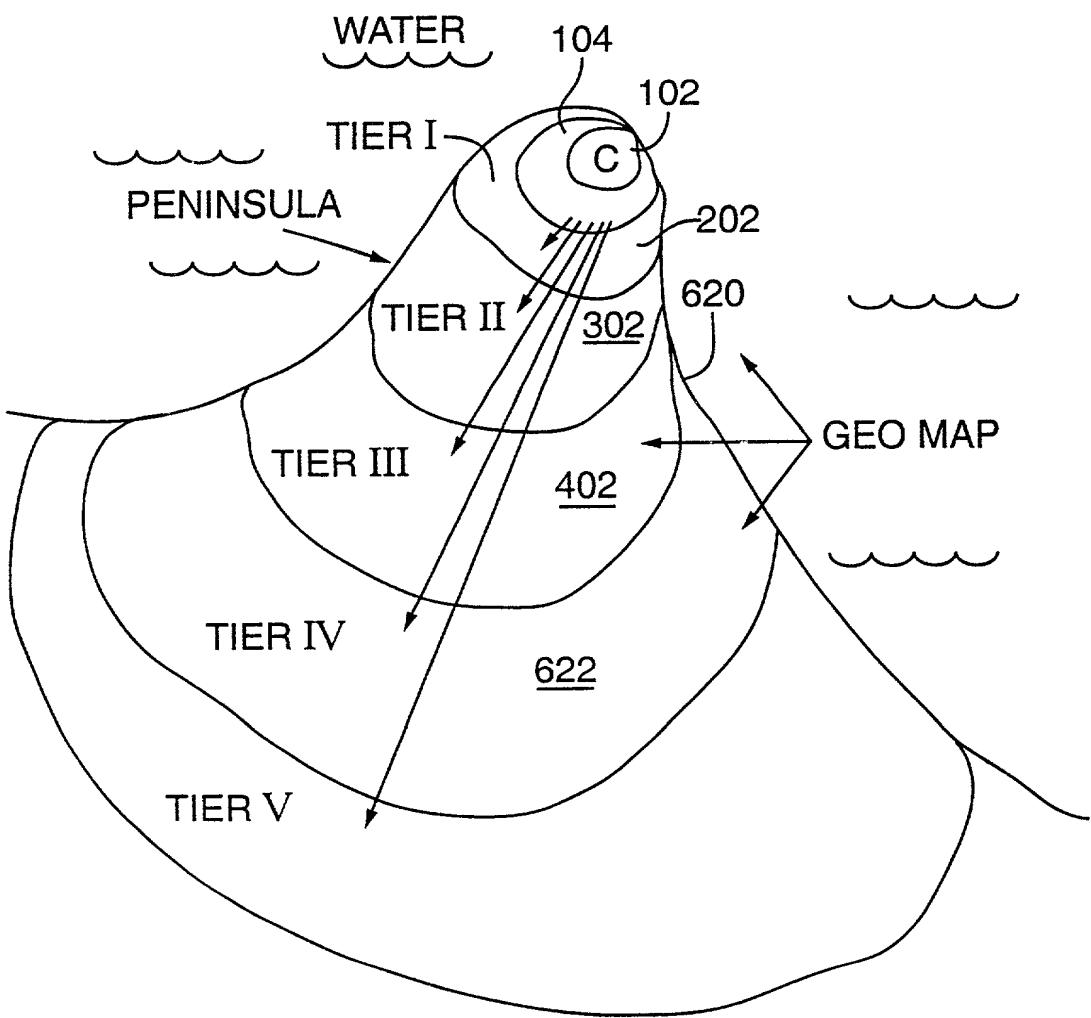


FIG. 6C

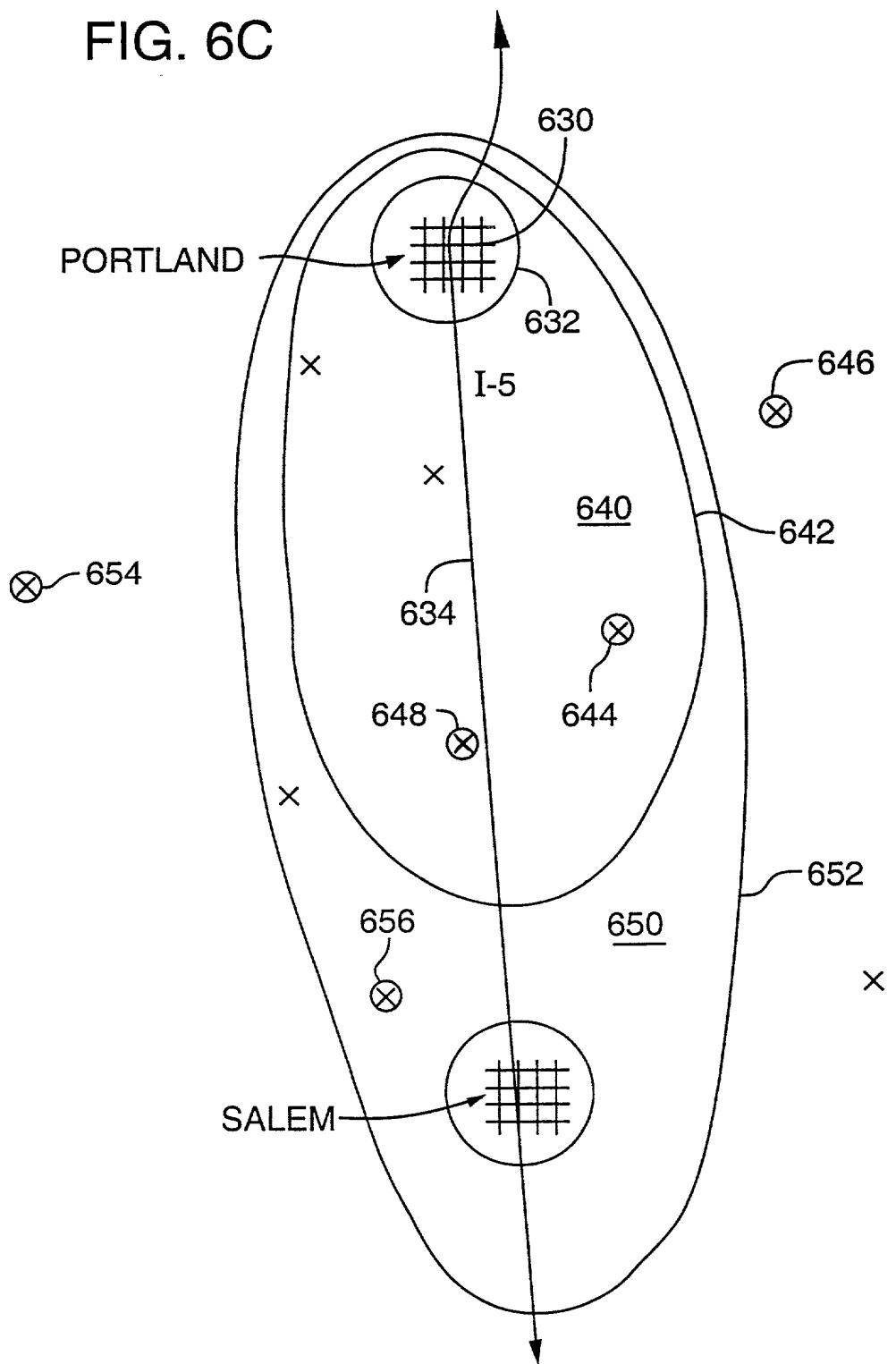


FIG. 6D

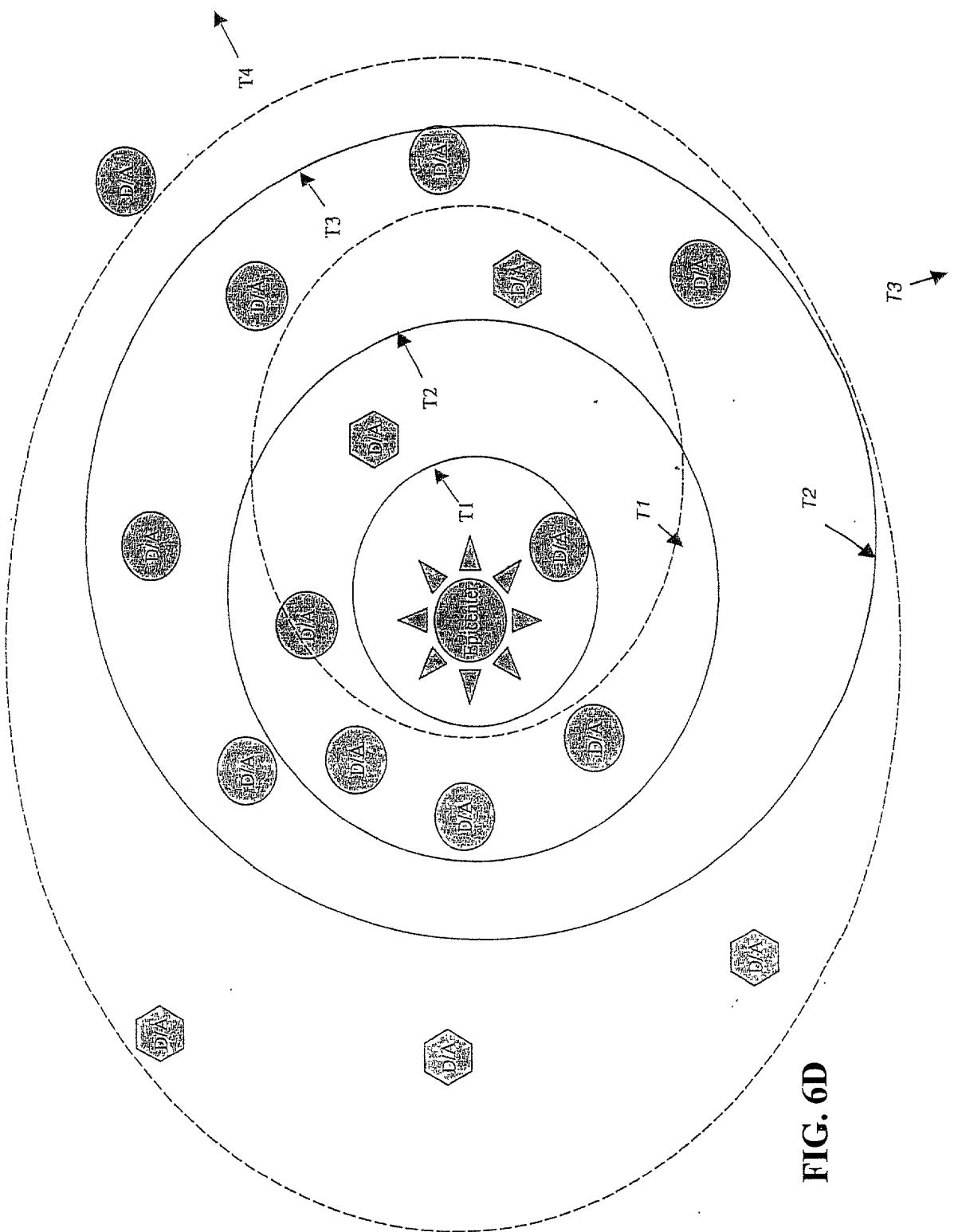


FIG. 7

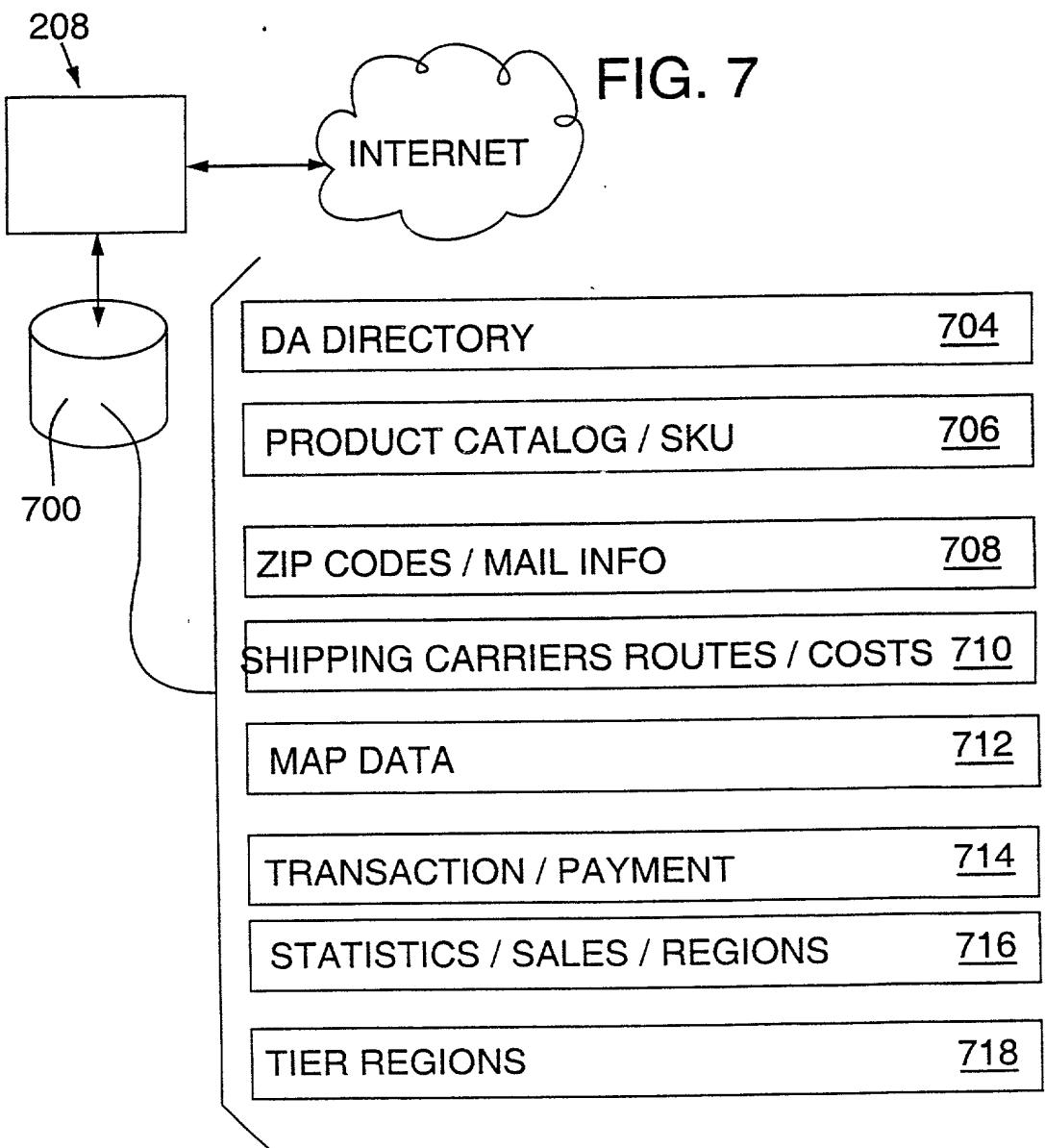
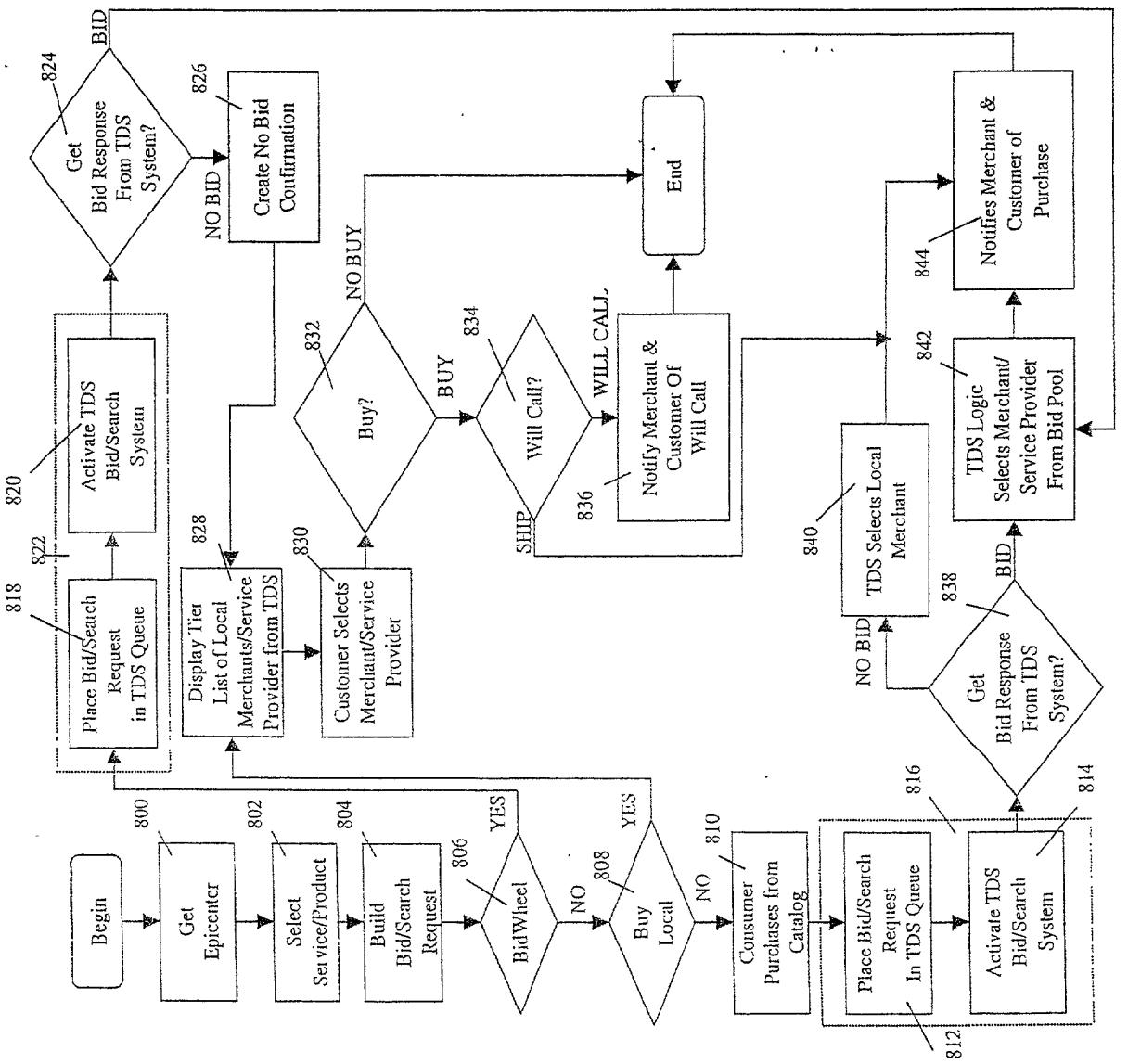


FIG. 8



Bid Wheel (TDS) Logic

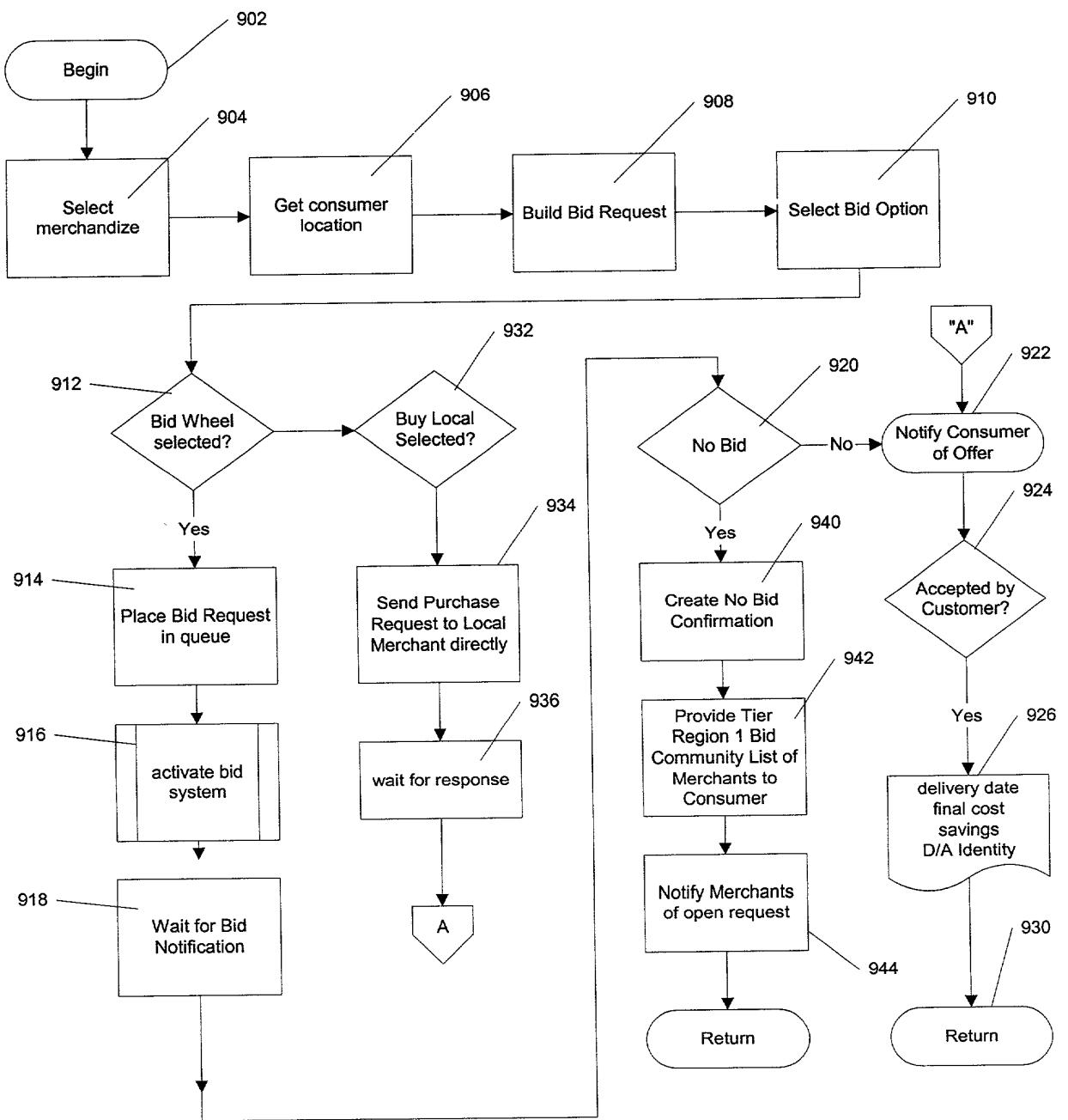


FIG. 9

BID SYSTEM

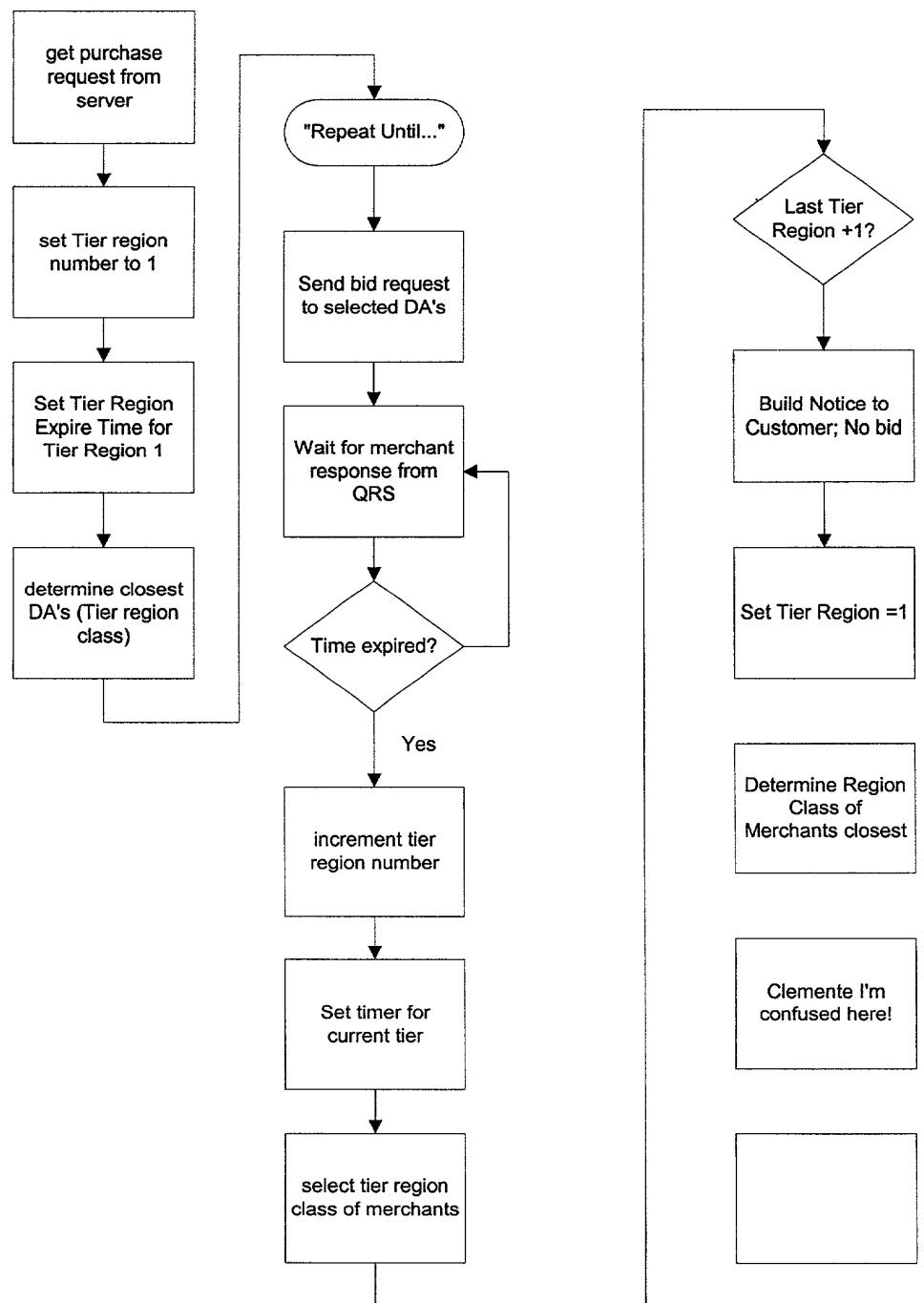


FIG. 10

FIGURE 11A

TDS Logic Engine

```
WHILE (Forever) DO
    Begin

        Select Merchandise (Merchandise_Type) from Consumer
        Get Region_Id (Zip_Code) from Consumer
        Build Bid_Request (Merchandise_Type, Zip_Code)
        Select Bid_Option ( Retail_Price, Bid_Wheel)

        IF Bid_Wheel Selected THEN
            Begin
                Place Bid_Request in SAA.com Bid_System Queue (Response_Time, Lowest_Bid)
                Activate Bid_System™
                Wait For Bid_Notification
            End
        ELSE
            Begin
                Send Bid_Request (Retail_Price) to Local Merchant Directly
                Wait For Bid_Notification
            End

        IF No Order Bid THEN
            Begin
                Create No Order Bid Confirmation
                Provide Tier Region 1 Bid Community List of Merchants for Consumer to contact
            End

        Notify Consumer Of Confirmation Of Order (Delivery Date, Final Cost, Savings, D/A_Id)

    End
```

FIGURE 11B

Bid System

```
Get Bid_Request from SAA.com Bid_System Queue (Response_Time, Lowest_Bid)
Set Bid_Request Tier_Region_Number to Tier_Region_1
Set Tier_Region_Expired_Time for Tier_Region
Determine_Tier_Region_Class of Merchants Closest to Consumer From Tier_Region_Data Base
    ( Tier_Region, Bid_Community )
REPEAT
    Begin
        Send Bid_Request For Quote/Bid To Tier_Region_Class of Merchants (Merchant_List)
        Wait For Merchant Response from Quick Response System™ OR
        Tier_Region_Expired_Time
        IF Tier_Region_Expired_Time THEN
            Increment Bid_Request Tier_Region_Number
            Set Tier_Region_Expired_Time for Next Tier_Region
            Determine_Tier_Region_Class of Merchants Closest to Consumer From
                Tier_Region_DataBase ( Tier_Region_Number, Bid_Community )
            End
    UNTIL (No_Confirmation_Received from D/A OR NOT Tier_Region_Expired_Time)
        AND (NOT (Last_Tier_Region + 1) DO
            IF Last_Tier_Region + 1 THEN                                /* No Bids Received */
                Begin
                    Build Confirmation Notice of No Order Bid for Consumer
                    Set Bid_Request Tier_Region_Number to Tier_Region_1
                    Determine_Tier_Region_Class of Merchants Closest to Consumer From
                        Tier_Region_Data Base ( Tier_Region, Bid_Community )
                    Create Notify Message to Tier_Region 1 Merchants for Order Fulfillment
                    Send Bid_Request For Quote/Bid To Tier_Region_Class of Merchants (Merchant_List)
                End
            IF Merchant Response with Confirmation_Received THEN
                Build Confirmation Notice of Order for Consumer
```

FIGURE 11C

Quick Response System™

```
Wait for Next Response from Merchant
Get Merchant_Id (D/A_Id)
Validate_Merchant_Identifier
Get Bid_Response_Form from Merchant Input (Bid_Number, Product_Code, Sell Price)
Validate Bid Number, Product Code, Sell Price
IF Lowest Price In Tier_Region_Class of Merchants Participating In Bid_Number THEN
    Begin
        Close Out Reverse Auction Bidding on Bid_Number Record
        Notify Bid_System of Merchant Confirmation Completed
        Notify Tier_Region_Class of Merchants
    End
```

Create Tier Region

```
Determine_Tier_Region_Class of Merchants Closest to Consumer
(Tier_Region, Bid Community)

Begin

Select Merchandise (Merchandise_Type) from Consumer Bid_Request
Get Epicenter_Region_Id (Zip_Code) from Consumer Bid_Request
Set Vertical_Market_Type to Merchandise_Type
Get Tier_Region_Number from Bid_Request
Search Tier_Region_Class Data Base on Zip_Code for Area Match
Build Merchant_List from Tier_Region_Class
Search Merchant_List based on Vertical_Market for Match
Optimize_Merchant_List to Best_Price_Schedule Algorithm based on Tier_Region_Parameters
Build Tier_Region_Class of Merchants (Tier_Region)
Create the List of Merchants to participate in reverse auction (Bid_Community)

End
```

Create Tier Region

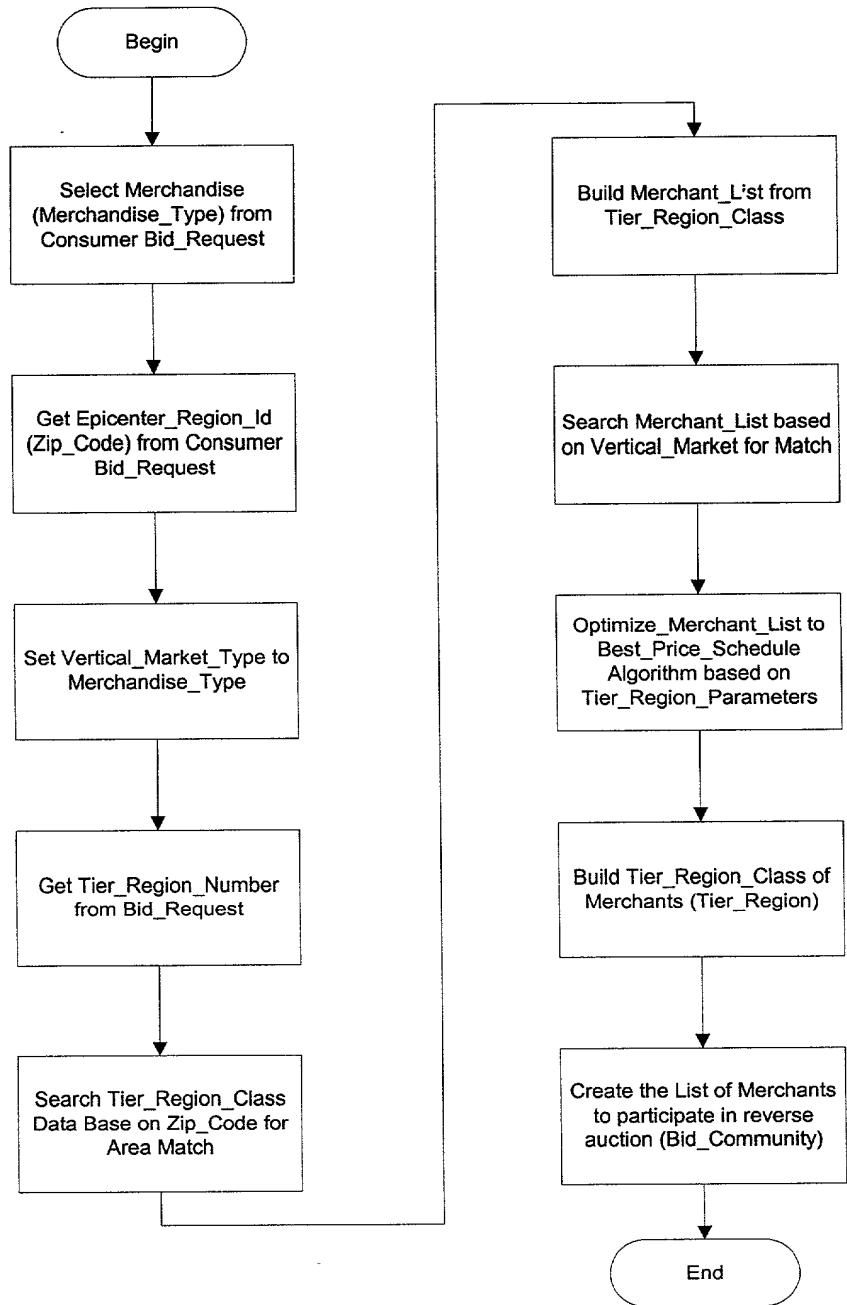


FIG. 12



... PRODUCT TYPE GARDENING

TOOLS

- Shovel, long
- Shovel, short
- Shovel, square
- Trowel, basic
- Trowel, deluxe
- Wheelbarrow

PLANTS

- Spathiphyllum
- Venix
- Biscus
- Bicuspid, red
- Chrysanthemum
- Hydrangea

BUY LOCAL BIDWHEEL

SKU
PIC
MSRP
DESC

Home
Search

New Type
Customer Service

Cart
Submit

FIG. 14

FIG. 15A **SUBTERRANEAN:**
LOCAL

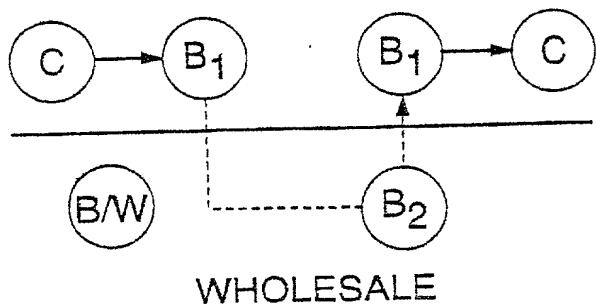


FIG. 15B

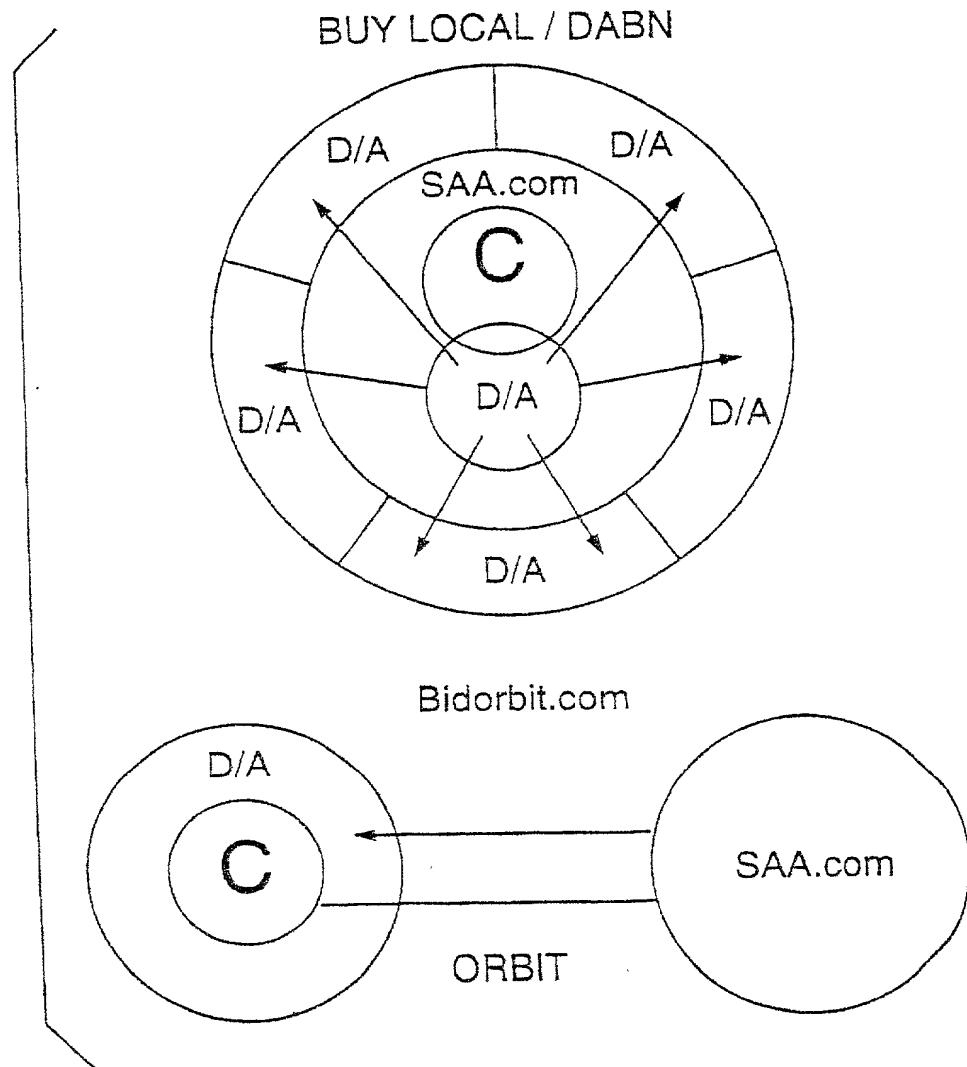
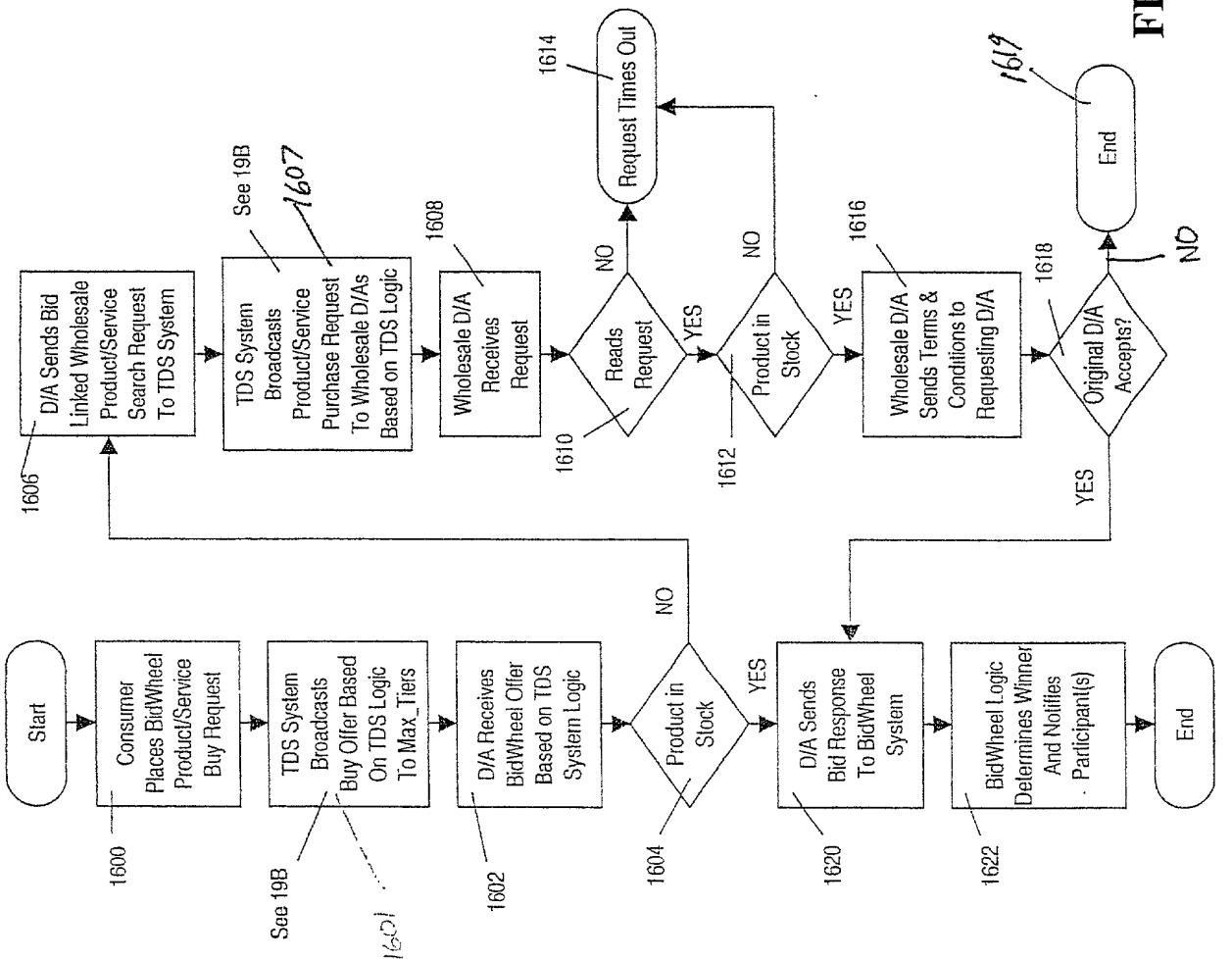


FIG. 16



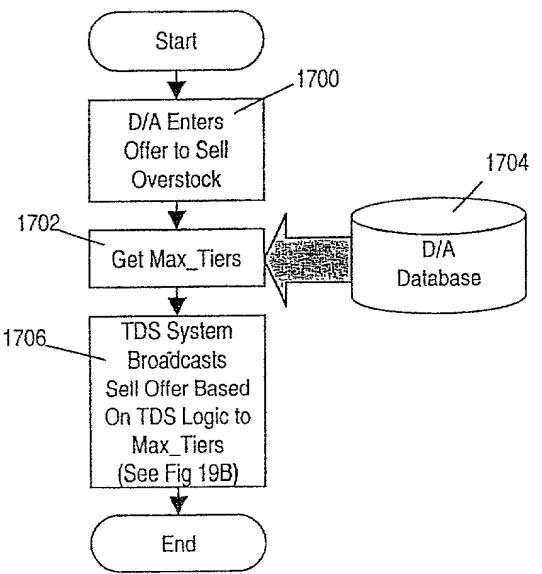
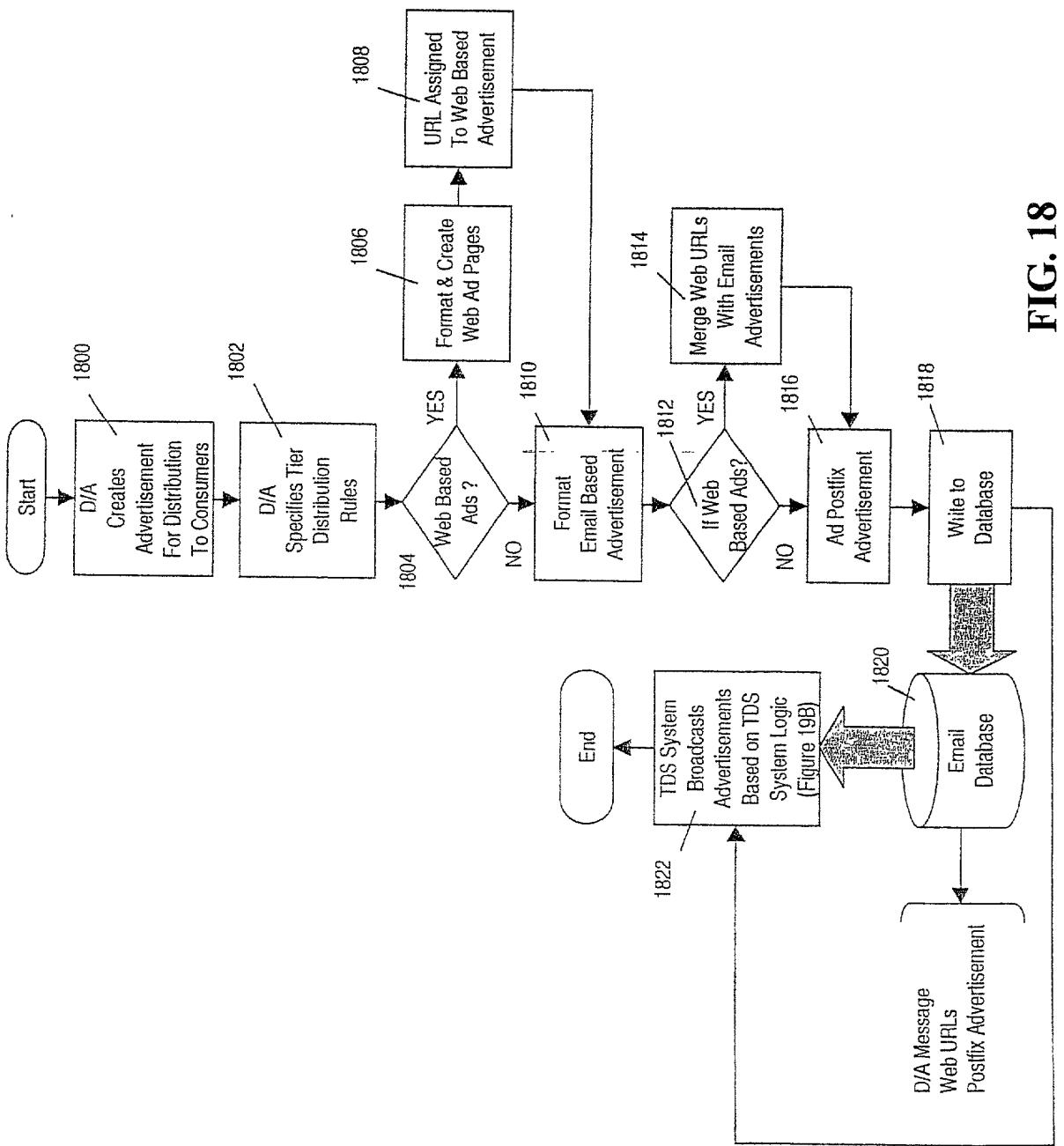


FIG.17

FIG. 18



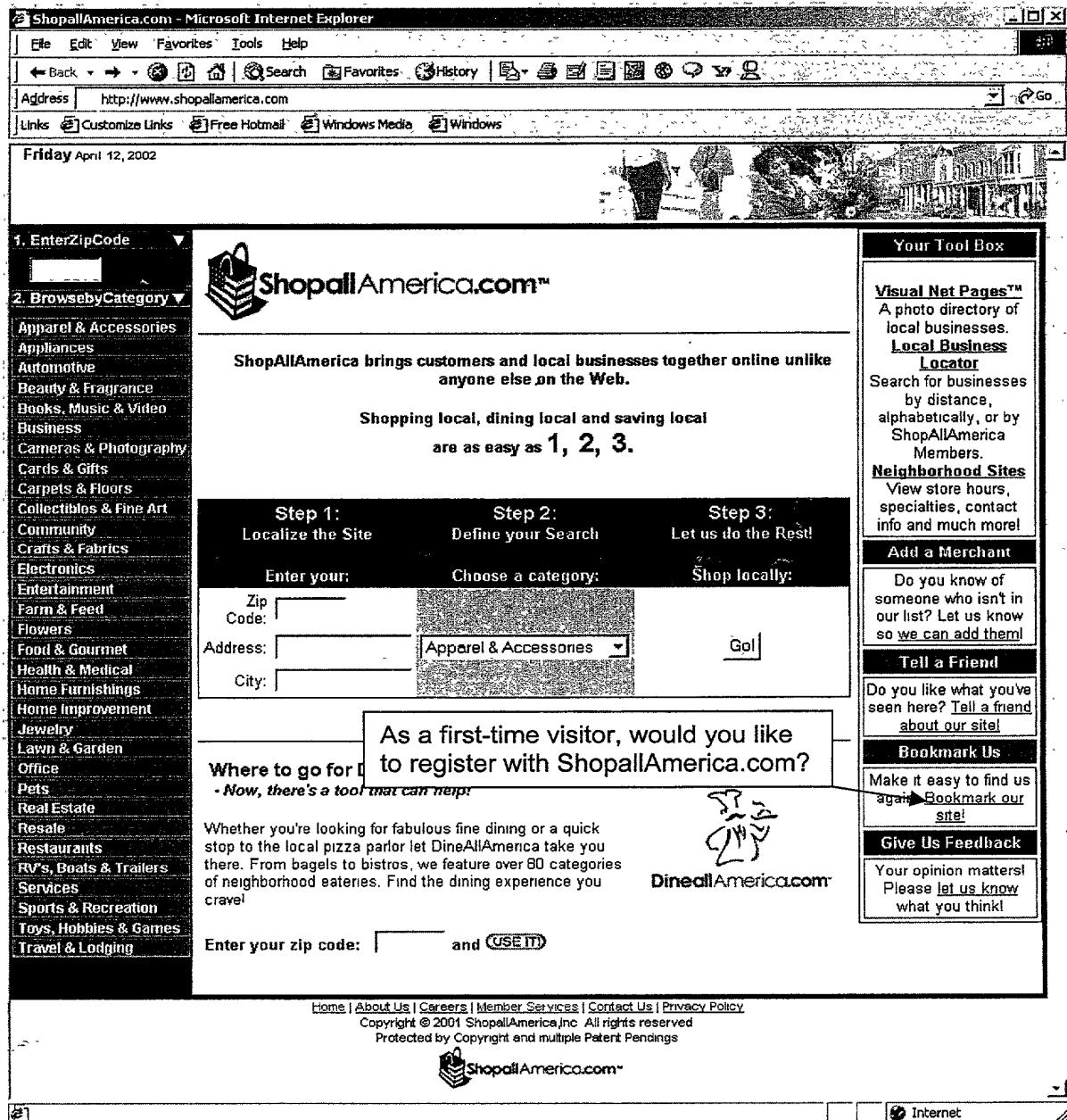


FIG. 18A

ShopallAmerica Merchant Mailer Consumer Opt-In

Enter your address

Address: 19163 SW Murphy Ct

Zip Code: 97007

Indicate Areas of Interest by Vertical Market

Automotive

Food & Gourmet

Sporting Goods

Indicate merchants that you wish to receive mailings from:

Joe's Deli & Gourmet Foods

Safeway Grocery Stores

True Value Hardware

FIG. 18B

ShopallAmerica.com - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Search Favorites History Address Links

Home > Services > Professional Organizers > Home Organizers Unlimited > Specials > Sidetracked Home Executives

 ShopallAmerica.com™

Browse by Category ▾

- Apparel & Accessories
- Appliances
- Automotive
- Beauty & Fragrance
- Books, Music & Video
- Business
- Cameras & Photography
- Cards & Gifts
- Carpets & Floors
- Collectibles & Fine Art
- Community
- Crafts & Fabrics
- Electronics
- Entertainment
- Farm & Feed
- Flowers
- Food & Gourmet
- Health & Medical
- Home Furnishings
- Home Improvement
- Jewelry
- Lawn & Garden
- Office
- Pets
- Real Estate
- Resale
- Restaurants
- RV's, Boats & Trailers
- Services
- Sports & Recreation
- Toys, Hobbies & Games
- Travel & Lodging

Home Organizers Unlimited

17850 NW Dogwood Ct. [MAP](#)
Beaverton, OR 97006
Phone: (503) 629-9134
Fax:

Change Location Address City 97006 Go! Distance: 30 miles

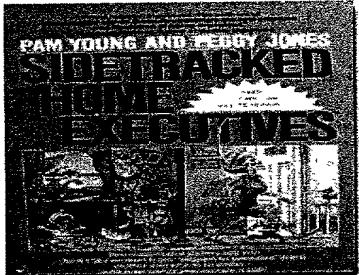
Services



 View Shopping Bag

0 Items in cart

Home Inventory Services Specials Coupons



Sidetracked Home Executives

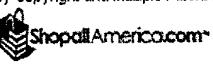
► Price: \$4.49
 ► Stock #: 0446377651
 ► Delivery Method: Shipping Available

Description: Authors, Peggy and Pam were two desperately disorganized sisters. They started each day with the best of intentions, swore that "today" they'd really clean their homes, get their kids' clothes in shape, and, for once, have dinner ready when their husbands came home from work, but...they never made it because they were SIDETRACKED HOME EXECUTIVES caught in the disorder of misplaced priorities, half-completed chores, and undirected energies. Two smart ladies who'd never used their heads in coping with their homes. SO, they analyzed their lives, and set up a rotating card system that scheduled their chores. They changed their attitudes, and it changed their lives. Now, with the understanding, humor, and patience of people who were NOT born organized, they show you how you can change too!

On Special!

► Offer: This "gently-used", value-packed paperback is priced at a considerable savings of over 50 percent off!
 ► Offer Begins: 11/1/2001 Offer Ends: 6/30/2002
 ► Forms of Payment Accepted:
 Cash, Check, Visa, MasterCard, Amex, Discover

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 Protected by Copyright and multiple Patent Pending.



Internet

FIG. 18C

ShopallAmerica.com merchant mailer

Hello Jamie,

You indicated an interest in books and gourmet food when you signed up as a consumer member of ShopallAmerica.com. Following are the local specials from merchants in your community that you have indicated interest in:

Time and Again Books

Goblet of Fire (Book 4), Harry Potter
Harry Potter and Goblet of Fire
Cassette Unabridged by J.K. Rowling
The Bear and the Dragon, Tom Clancy
< < Please stop in for details of our book exchange program>>>

Joe's Deli

\$149.97
\$4.97
\$5.97
\$2.00
50-year-old Balsamic Vinegar
Corn Beef per pound
Pastrami
Cole Slaw
< < Bring this ad in for \$1.00/lb off any deli meat>>>

ShopallAmerica.com, your hometown shopper.

FIG. 18D

Welcome Joe's Deli. Please enter your weekly specials.

Enter up to 4 specials. Each special can be described by an eighty-character definition with a price:

50-year-old Balsamic Vinegar \$149.97

Corn Beef per pound \$4.97

Pastrami per pound \$5.97

Cole Slaw per pint \$2.99

Post to Web Site

Merchant Mail to Consumers

FIG. 18E

Send the weekly specials to: Select one

	# Sent
Home Market	<input type="checkbox"/> 500
Local consumers outside of your home market	<input type="checkbox"/> 2,500
Statewide	<input type="checkbox"/> 10,000
National	<input type="checkbox"/> 100,000
North America (includes Alaska, Hawaii & Canada)	<input type="checkbox"/> 120,000

Enter date to send xx/xx/xxxx

As a silver member of the ShopallAmerica.com merchant program, you may make one mailing a week. If you would like to make more than one mailing a week, please call ShopallAmerica.com at . . .

FIG. 18F

ShopallAmerica.com - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Refresh Favorites History Address Links

Home > Services > Professional Organizers > Home Organizers Unlimited > Specials

 ShopallAmerica.com Change Location Address City 97006 Go! Distance 30 miles

Browse by Category ▾

- Apparel & Accessories
- Appliances
- Automotive
- Beauty & Fragrance
- Books, Music & Video
- Business
- Cameras & Photography
- Cards & Gifts
- Carpets & Floors
- Collectibles & Fine Art
- Community
- Crafts & Fabrics
- Electronics
- Entertainment
- Farm & Feed
- Flowers
- Food & Gourmet
- Health & Medical
- Home Furnishings
- Home Improvement
- Jewelry
- Lawn & Garden
- Office
- Pets
- Real Estate
- Resale
- Restaurants
- RVs, Boats & Trailers
- Services
- Sports & Recreation
- Toys, Hobbies & Games
- Travel & Lodging

Home Organizers Unlimited

 17850 NW Dogwood Ct. [MAP](#)
Beaverton, 97006
Phone: (503) 629-9134
Fax:

Services



[View Shopping Bag](#)
0 items in cart

Home Inventory Services Specials Coupons

Sort: Alphabetically Price

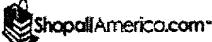
Specials

#	Item	Stock #	Price	Special
1	Sidetracked Home Executives	0446377651	\$4.49	Yes! Info Buy it
2	The Perfect Closet - and Other Storage Ideas	0451823044	\$3.50	Yes! Info Buy it

Special & Coupons

- **Specials "Buy One Get One Free"**
- **Coupon "Print Coupon"**

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 Copyright © 2001 ShopallAmerica, Inc. All rights reserved.
 Protected by Copyright and multiple Patent Pending.



Internet

FIG. 18G

**Buy 5 Books
Get the 6th one FREE**

Time and Again Books

Expires 9/30/00

ShopallAmerica.com Merchant Coupon

FIG. 18H

Merchant Coupon Distribution Rules Entry Page

- Offer to everyone that visits my site
- Offer only to those that have indicated interest in my vertical field
- Offer only to those that have indicated no interest in my vertical field
- Offer only to consumers in my home tier
- Offer only to local consumers outside of my home tier but within my local area
- Offer only in my home state
- Offer to anyone

Enter Rules

FIG. 18I

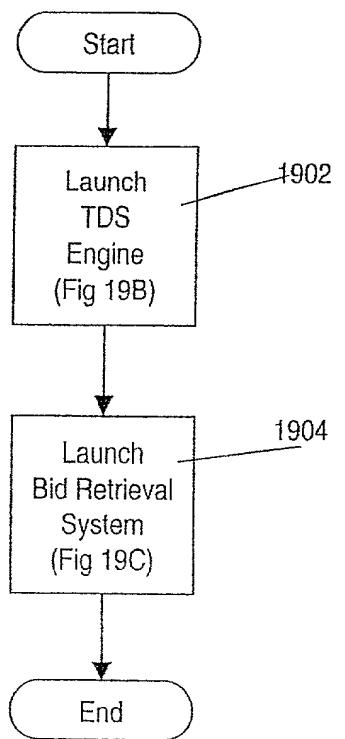


FIG. 19A

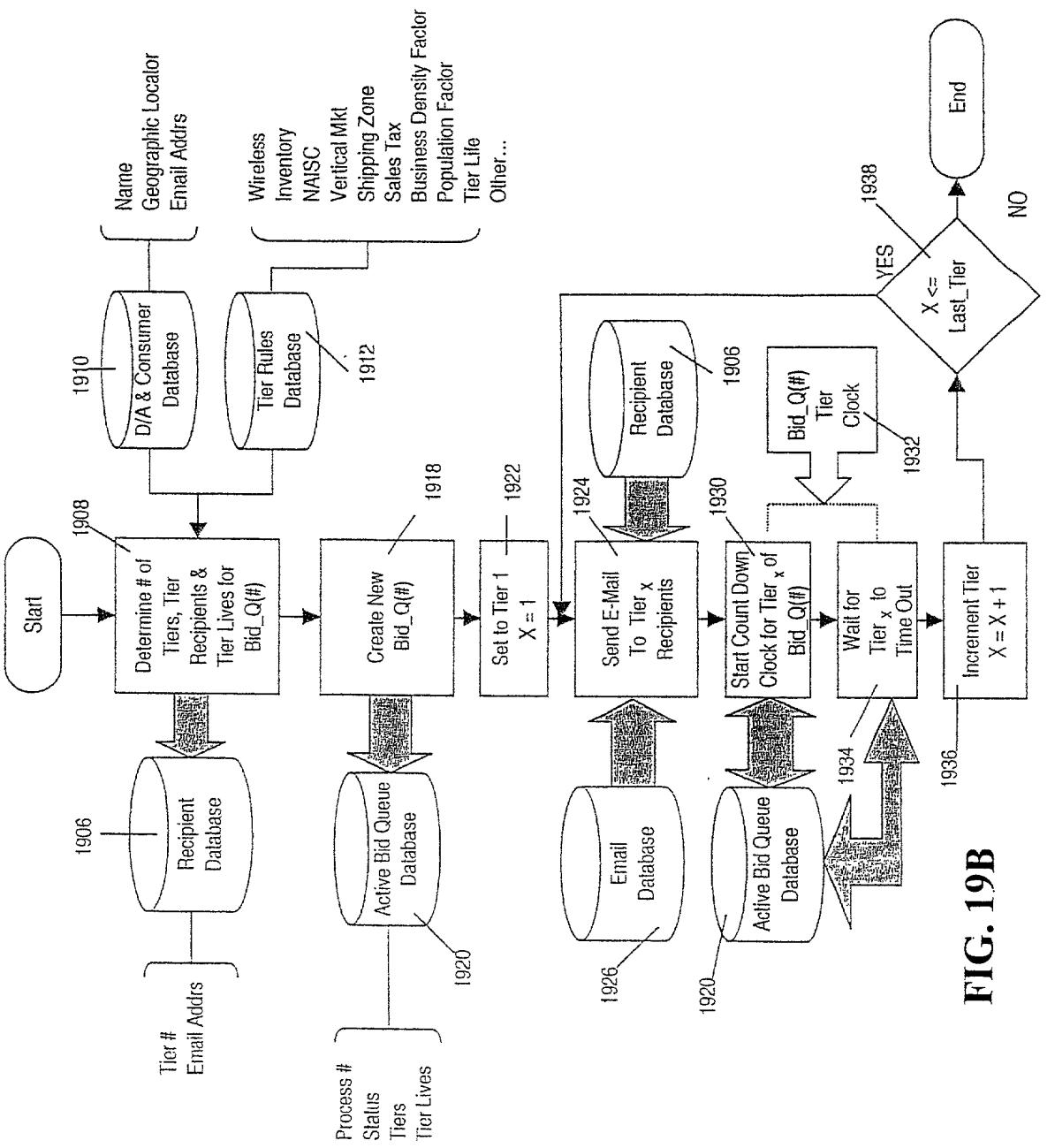


FIG. 19B

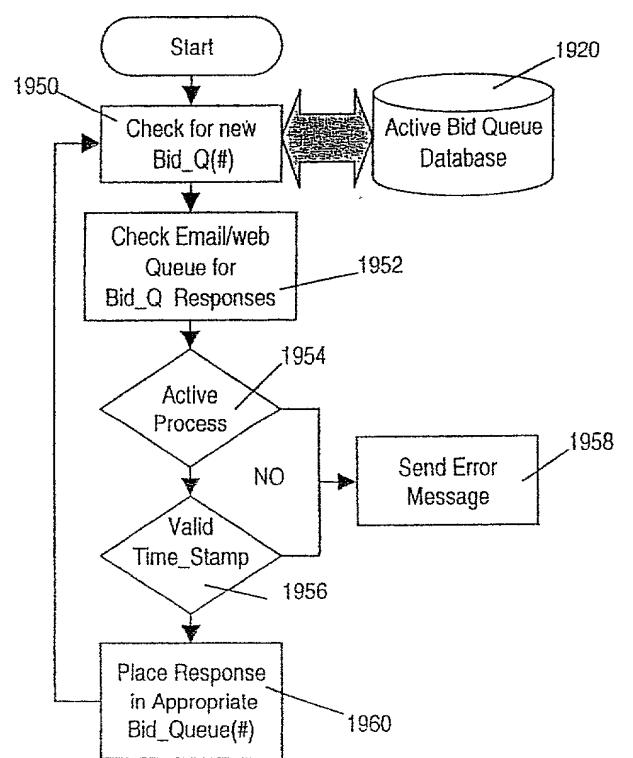


FIG. 19C

Example: Tier Area

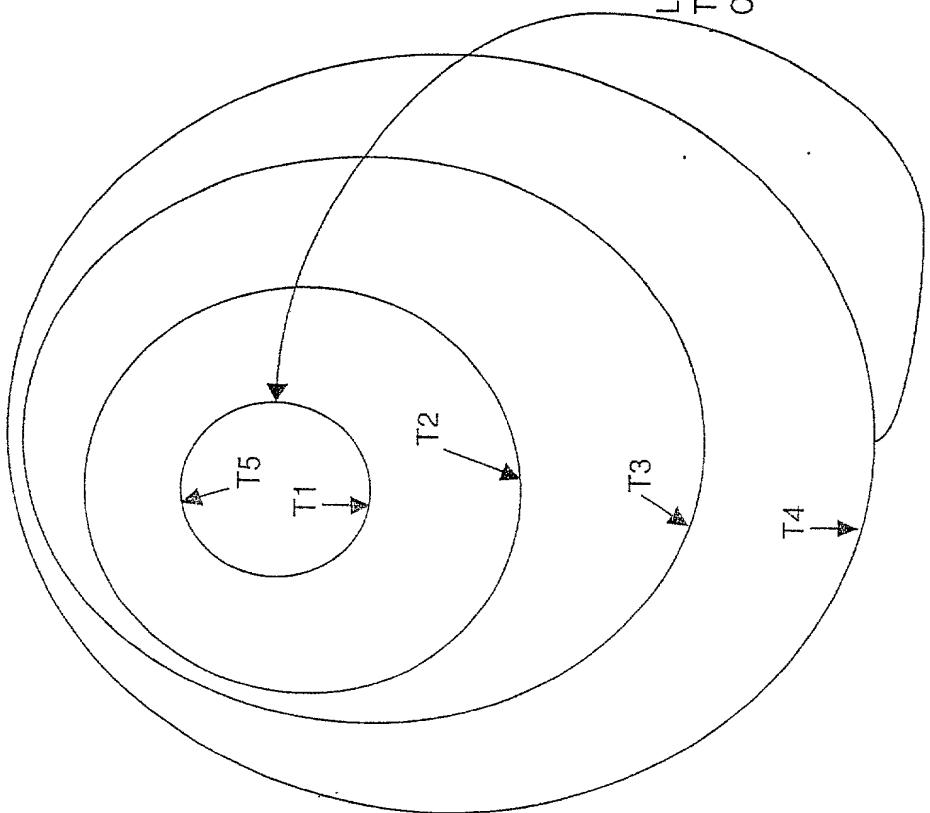
$$\begin{aligned}T_{AA=1} &= T_1 \\T_{AA=2} &= T_1 + T_2 \\T_{AA=3} &= T_1 + T_2 + T_3 \\T_{AA=4} &= T_1 + T_2 + T_3 + T_4 \\T_{AA=5} &= T_1\end{aligned}$$

Example: Tier Life

$$\begin{aligned}T1 &= 5 \text{ units} \\T2 &= 5 \text{ units} \\T3 &= 5 \text{ units} \\T4 &= 5 \text{ units} \\T5 &= 0 \text{ units}\end{aligned}$$

Total Tier Life = 20 units

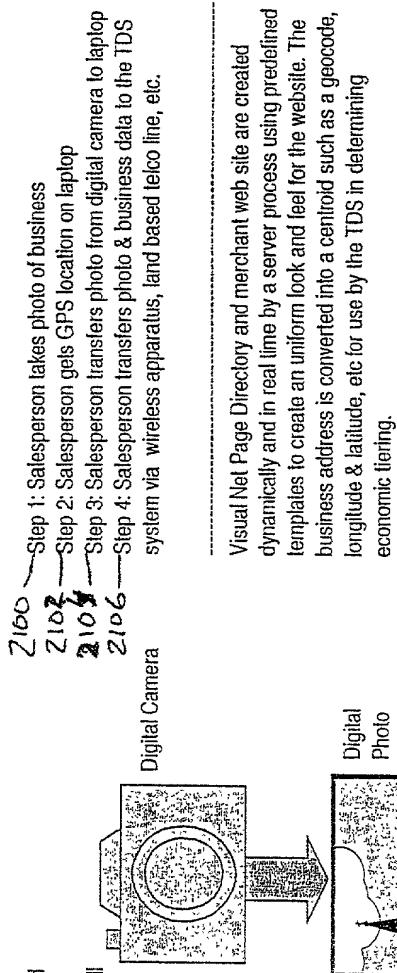
Last tier collapses
To tier 1 at the end
Of its tier life.



Note:
 T_A = Tier ACTIVE

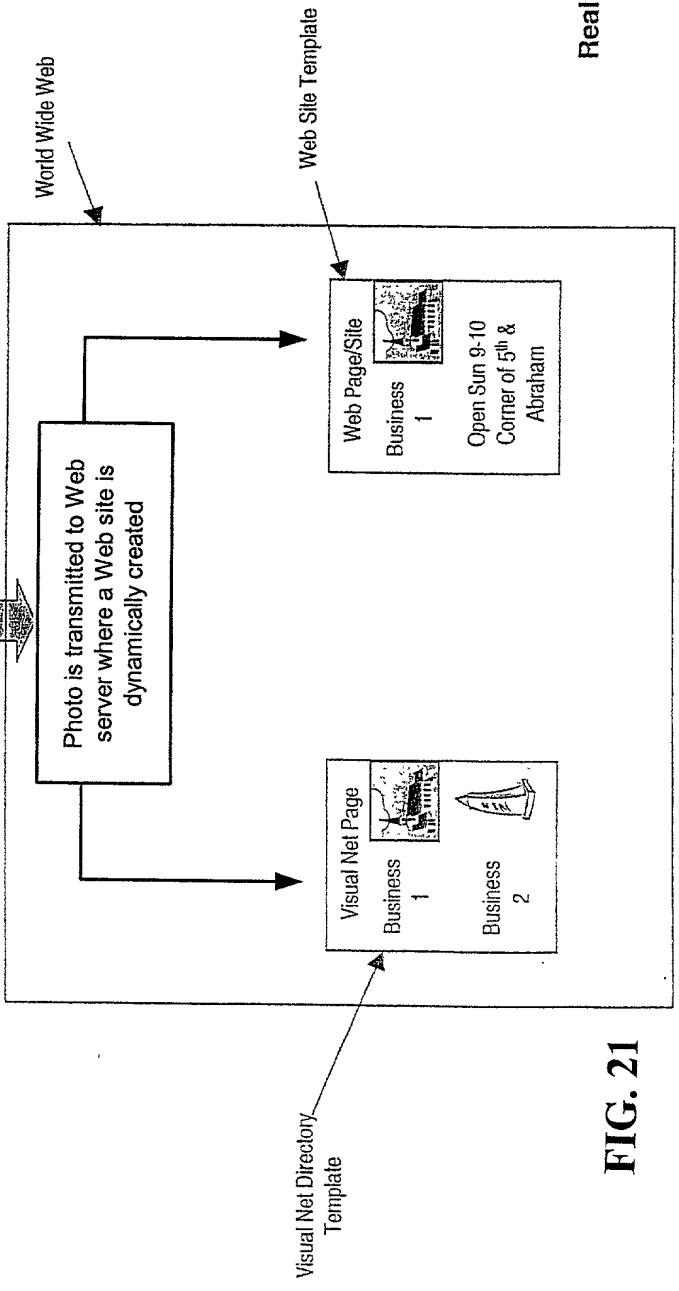
FIG. 20

Problem: Current web development requires that the prospective small business owner either pay for a custom designed Website or create their own site using either PC or web based tools. These methods are costly and confusing to the average small business owner. Using an automated system that requires only a photo and basic information about the business this system will dynamically create an entry in the Visual Net Directory with a hyperlink to the merchant website in real-time allowing an on-site salesperson to create the website for that business at one meeting, in real-time, at a very low price.



Visual Net Page Directory and merchant web site are created dynamically and in real time by a server process using predefined templates to create an uniform look and feel for the website. The business address is converted into a centroid such as a geocode, longitude & latitude, etc for use by the TDS in determining economic tiering.

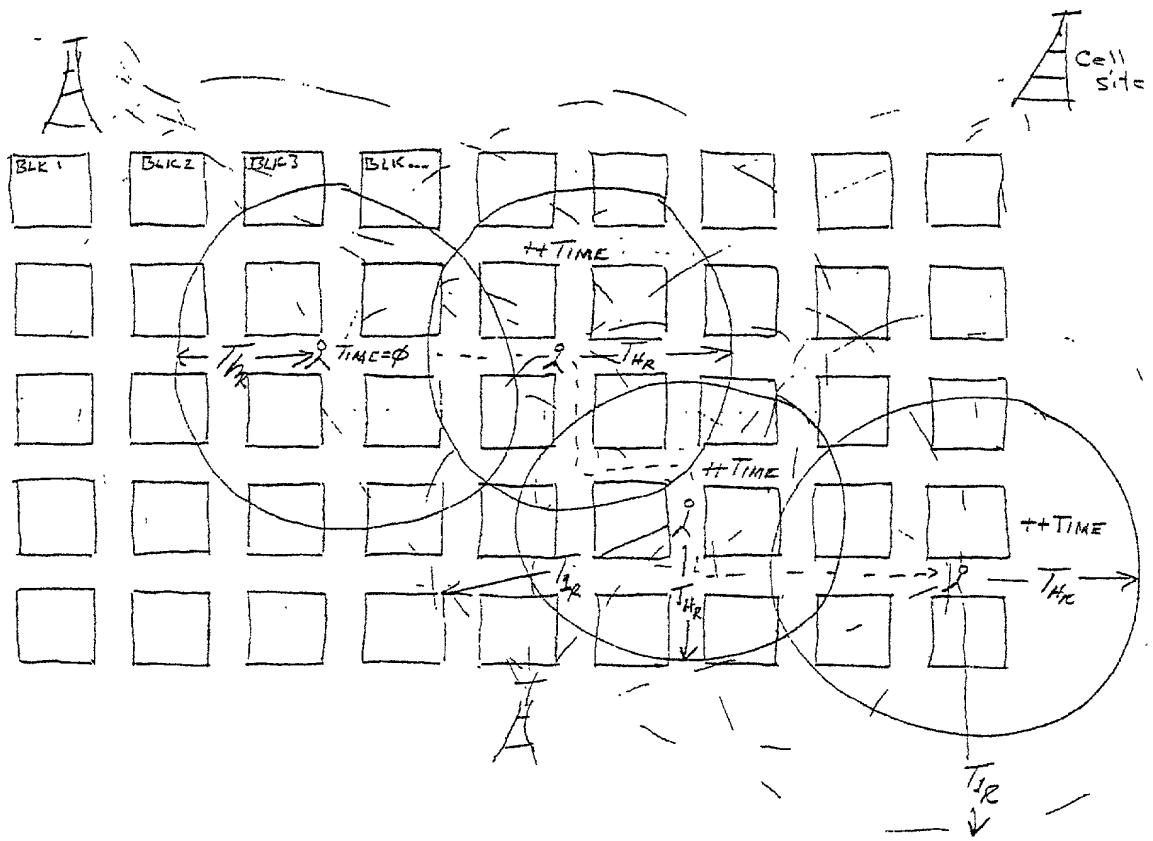
Step 5: The salesperson shows the completed website and the Merchants entry into the Visual Net Directory.



Real Time Presence Model

FIG. 21

Figure 22A

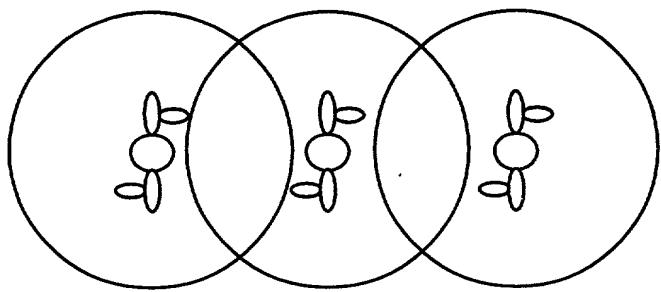


The consumer identifies the epicenter of the tiers – all businesses within T_H , the home tier, will show up in the wireless directory. Businesses not in the home tier can choose to be included in the wireless directory by purchasing a multi-tier package.

Tiering could be used as a sale stool – the merchant would automatically get a listing if the consumer was located in the home tier of the retailer. The retailer could pay to extend their home tier.

The tiering could be used to increase the attraction of the offer, e.g., in the home tier the office might be for 5% off, but in an extended tier (T_{H+X}) the offer could be 10% off.

MOBILE TIERING



Tier moves with user

FIG. 22B

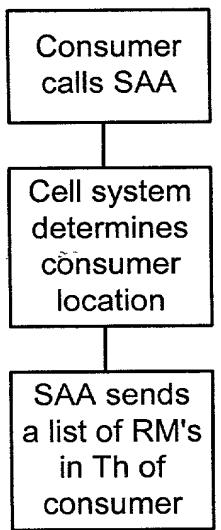
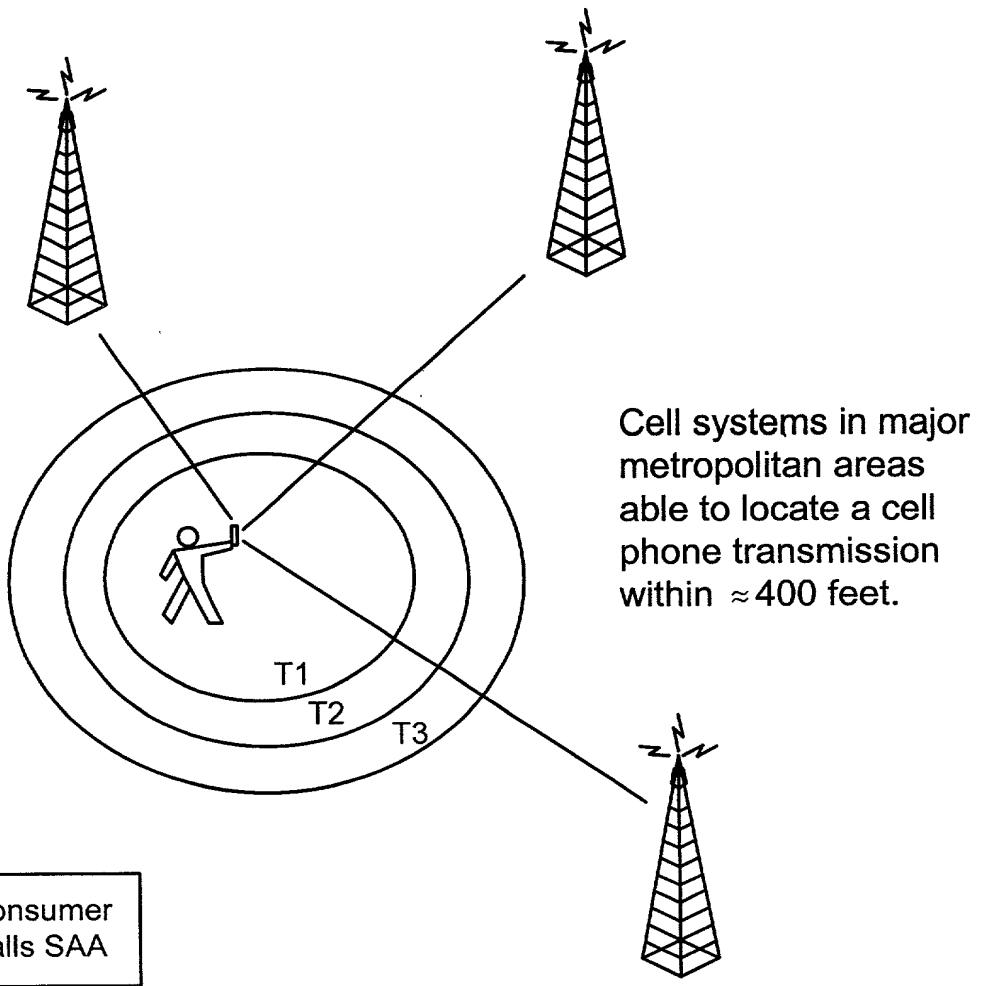


FIG. 22C

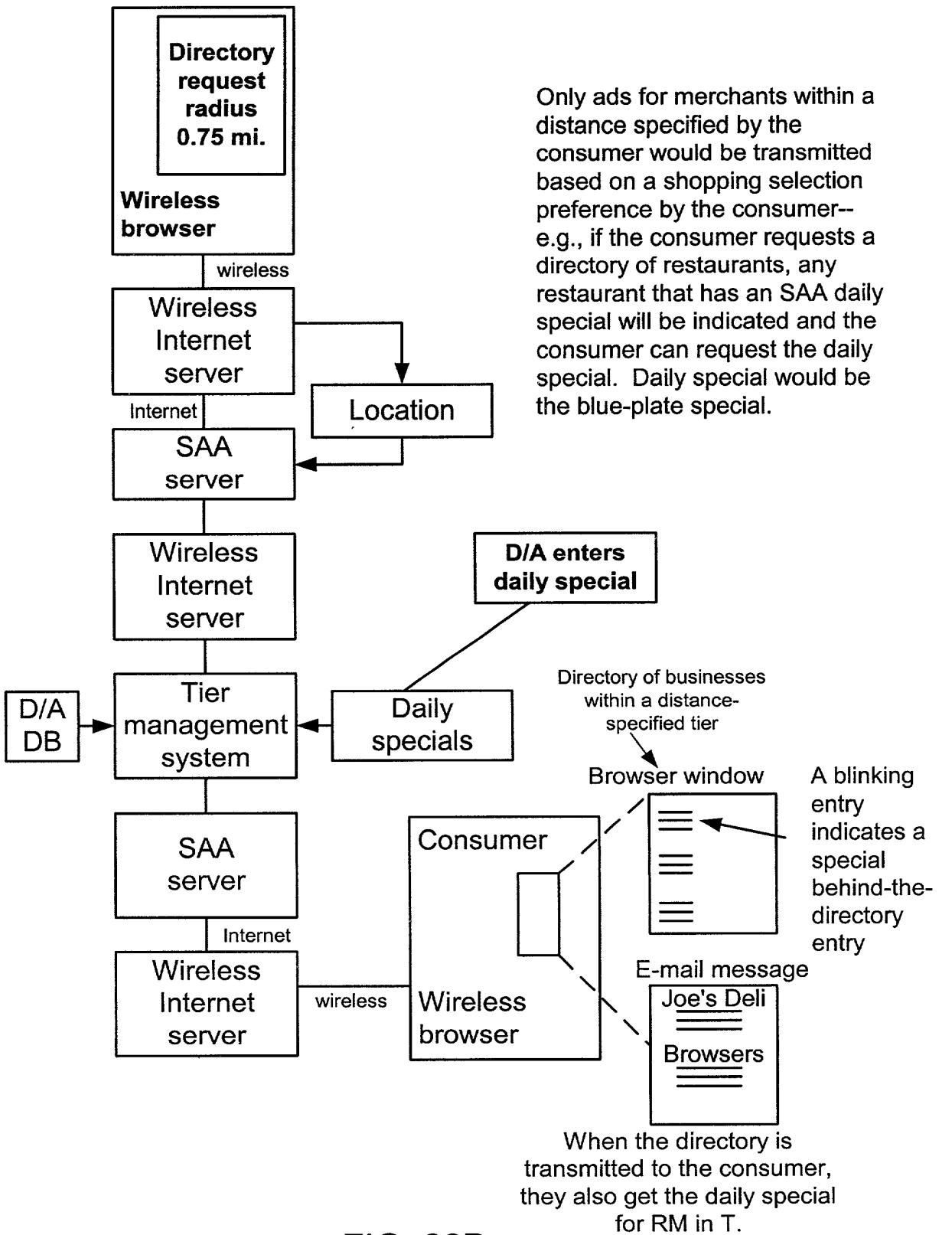


FIG. 22D